



STATEMENT OF QUALIFICATIONS AND CAPABILITIES

Re: RFP N62742-09-R01314 (NAVFAC DB MACC)

COMPANY BACKGROUND

Frank D. Perez & Bros., Co. was founded by Frank D. Perez in September 1951, as a retailer of residential electrical products and expanded to a general hardware product line. Soon after its inception, the company expanded its services to include a construction division. In 1952, the company set up its first manual CMU block plant and rock quarry; in 1959, the company automated its block, ready-mix concrete and rock crushing plants. In 1960, the company was incorporated and became Perez Bros., Inc. The company entered into the asphalt business in the early 1970's, successfully paving large portions of Routes 1, 2 and 14, plus several village streets. In the early 1980's, the company refocused its efforts to strengthen its core products, services, and vertically-aligned resources related to the ready-mix concrete industry. The company successfully provided much of the ready-mix concrete and products demanded by the "hotel construction boom" in the 1980's and 1990's. The company continued to focus on strengthening its vertical integration in the 2000's by acquiring additional sources of raw materials, upgrading equipment, partnering with local and global governmental and non-governmental organizations, and securing industry certifications.

Today, Perez Bros., Inc. remains the island's only locally-owned and operated ready-mix concrete and aggregate manufacturer. With combined experience and proven teamwork of key personnel, the company is in a sound position to continue its steady growth and consolidate a strong position in the marketplace.

CCR TRADING PARTNER PROFILE

DUNS:	779913037	GOODS/SERVICES (NAICS):	
CAGE:	1Y6T9	327320	Ready-Mix Concrete Manufacturing
BUSINESS TYPE:	Minority Owned	327331	Concrete Block Manufacturing
	Asian-Pacific American Owned	212312	Crushed Limestone Mining & Quarrying
	Manufacturer of Goods	212321	Construction Sand & Gravel Mining
	Small Business	327390	Other Concrete Product Manufacturing
	HUBZone Certified	423320	Brick, Stone & Related Construction
			Material Merchant Wholesalers

RECIPIENT OF THE 2007 SMALL BUSINESS ASSOCIATION (GUAM) JEFFREY BUTLAND FAMILY-OWNED BUSINESS OF THE YEAR

MANUFACTURING, PRODUCT DELIVERY & PLACEMENT CAPABILITIES

READY-MIX CONCRETE (RMC) BATCH PLANTS – up to 5 each

- NRMCA-Certified Central- & Dry-Mix Plants
- Each Plant Features:
 - 200+ Cubic Yard/Hour Production (theoretical)
 - Cement and Supplementary Cementitious Material Storage Silos
 - Aggregate & Sand Storage
 - Water Chillers

- Chemical Ad-Mixture Storage

CEMENT HAULERS – up to 6 each

- Bulk cement available from on-island cement importers
 - ASTM & JIS (Cementon Micronesia)
 - JIS (Hanson)

READY-MIX CONCRETE (RMC) PUMPING SERVICES – up to 8 each

- 17-meter to 45-meter placing booms

READY-MIX CONCRETE (RMC) TRUCKS – up to 60 each

- NRMCA-certified
- 10.5 cubic yard capacities

CRUSHED AGGREGATE AND MANUFACTURED-SAND PRODUCTS

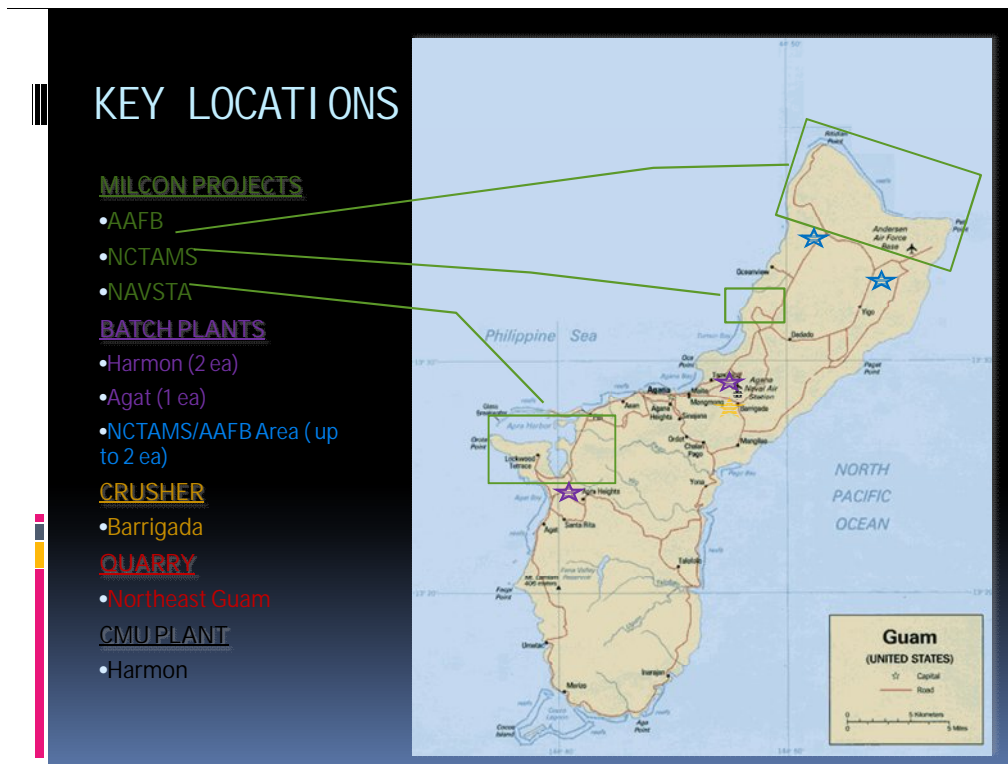
- Aggregate and Sand Products Meet ASTM C-33 Standards
- Locally-Sourced Aggregate Products
- 250-Ton/Hour Production (Finished Product)

TRAILER AND/OR END-DUMPS – up to 20 each

- <30 ton capacities

CONCRETE MASONRY UNIT (CMU) PRODUCTS

- Standard Sizes and Decorative Block
- Fully Automated Block Machine
- Output: 6,400 pcs/day





QUALIFICATION FACTORS RE. RFP N62742-09-R01314

Factor 1: Relevant Past Performance (Ready-Mix Concrete)

YEAR (approx.)	PROJECT	LOCATION	Wharf Repair/ New Construction	Aircraft Parking Aprons/ Runways	Concrete/ Masonry Construction
2002	AAFB DODEA Elementary & Middle School	AAFB			X
2002-2006	POL & Underground Fuel Line Replacement and Containment Areas (5 phases)	AAFB		X	
2004	Emergent Waterfront Repair	Polaris Point	X		
2004	AAFB Fitness Center	AAFB			X
2005-2006	South Runway Overrun	AAFB		X	
2006	Munitions Storage Igloos	AAFB			X
2007	Guam High School	Nimitz Hill			X
2007	Cmdr. McCool Middle School	NAVSTA			X
2007-2008	North Titalao Housing (Phases 1 & 2)	NAVSTA			X
2009	Hardened Guam Main Base	NAVSTA			X
2009	Beckoning Point HI (precast)	HI via Guam			X

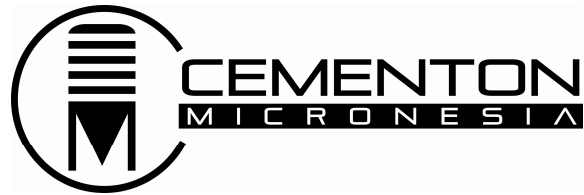
Factor 2: Material Management Plan

Objective: Perez Bros., Inc. (PBI) seeks to provide the necessary ready-mix concrete and aggregate/sand products and services to various MILCON sites while minimizing the potential negative impacts to the island community and its infrastructure by employing the following best practice strategies:

- Ready-mix concrete (RMC) plants will be sited in near MILCON sites.
- RMC trucks and truck-mounted pumps will be assigned zone-specific batch plants, thus reducing the impact (presence and travel time) on the island's roadways.
- Additional cement and cementitious silos, and concrete ad-mixture storage will be available at each RMC plant, thereby increasing raw material storage capacities.
- Replenishment of raw material to RMC plants will be scheduled during off-peak transportation hours. PBI use best efforts to employ the following schedule:
 - Aggregate & sand replenishment: late-evening to early-morning;
 - Cement & cementitious supplementary material: late-evening to early-morning (dependent on Port of Guam hours);
 - Other material and supplies: dependent on 3rd party suppliers; and
 - Day-hauling will be limited and scheduled by necessity.

- PBI will use its best efforts to utilize the following routes for delivery of ready-mix concrete:
 - Delivery from Agat batch plant to NAVSTA: Rte. 2A N > Rte. 1 S
 - Delivery from Agat batch plant to Polaris Point: Rte. 2A N > Rte. 1 N
 - Delivery from Agat batch plant to Naval Mag/Apra Hts: Rte. 2A N > Rte. 5
 - Delivery from NCTMS batch plant to So. Finegayan: Rte. 3 S
 - Delivery from NCTMS batch plant to AAFB: Rte. 3 S > Rte. 9
 - Delivery from Harmon batch plant to So. Finegayan: Rte. 16 N > Rte. 1 S > Rte. 3 N
 - Delivery from Harmon batch plant to AAFB NW: Rte. 27 N > Rte. 1 N > Rte. 9
- PBI will use its best efforts to utilize the following routes for delivery of raw materials (aggregate & sand):
 - Delivery from Crusher to Agat batch plant: Rte. 16 > Rte. 8 S > Rte. 1 S > Rte. 2A
 - Delivery from Crusher to Harmon batch plant: Rte. 16 > Rte. 27
 - Delivery from Crusher to NCTMS batch plant: Rte. 16 > Rte. 27 N > Rte. 1 S > Rte. 3 N
- Cement is a long-lead item directly related to ready-mix concrete production.
 - Additional silos will be available at each RMC batch plant, thereby increasing the site's available cement inventory. The additional capacity will allow for replenishment during off-peak hours.
 - Cement haulers will be added as necessary to maximize the cement load deliveries scheduled during off-peak hours.
 - Adequate cement supply is secured (see attached Cementon Micronesia Press Release). Future cement supplies will meet ASTM C-150 specifications, thereby mitigating the necessity for a variance request based on project specifications.

For more information, please contact our Harmon office at (671) 647-1731 or visit us at www.perezbroinc.com.



FOR IMMEDIATE RELEASE

FOR MORE INFORMATION

Please contact: 649-6888

DATE: January 19, 2009

Cementon Micronesia signs lease with Port Authority of Guam

Cementon Micronesia, LLC and the Port Authority of Guam celebrate the signing of a ground lease for a bulk cement terminal on Golf Pier at the Port of Guam.

The island's current bulk cement supplier has one storage facility. With the additional storage capacity of up to 22,000 metric tons from Cementon Micronesia, the new terminal will allow the local construction industry greater flexibility to respond to the needs of the buildup as well as continue to expand Guam's role as the region's principal gateway for cement product.

With the pending military buildup, the various industry forums indentified the supply of bulk cement as one of the short falls that must be addressed to facilitate the buildup. Through the efforts that brought forth this lease, by members of the Port Authority and Cementon Micronesia, the supply of bulk cement and supplementary cementitious material will no longer be considered a short fall of the buildup.

This bulk cement terminal also represents an important new phase in the direction of the Port Authority's vision and of its master plan, and establishes a long-term relationship between the Port and Cementon Micronesia.

"Our decision to invest over \$12 million dollars in a bulk cement terminal is our vote of confidence in Guam's future. An additional bulk cement terminal is extremely important to the economic buildup of our island and our region. We are proud to be associated with the Port Authority of Guam and the Guam business community." said John Perez, Manager of Cementon Micronesia.

Construction of the new bulk cement terminal is expected to be completed during the Third Quarter, 2010.

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